

Bryan Alcorn - matched systems brochure

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Subject: matched systems brochure

Bryan,

Here's a web address for a consumer brochure on the ARI website that states ARI's position on the need to replace systems rather than condensing units. I'll include the text file also for your reference.

https://ari.org/cgi-bin/bookstore/books.cgi?session_id=108387&member_ind=0&action=display&details=broch/sm/online.html
<<matched coils brochure 9-03.htm>>

In addition to my last email, here's one additional aspect to consider. I can't speak for all manufacturer's on this, but Lennox requires that when changing to R410A, both the outdoor unit, indoor coil and expansion device must be replaced. The use of R410A will continue to grow to 100% of the market between now and the 2010 date when no new equipment can be shipped with R-22.

Jim Mullen
Lennox International Inc



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Some matches don't make sense...

Installing a new central air system with a properly matched coil is a sure thing.

Smart homeowners make sure their central air systems are matched properly.

Some matches make perfect sense.

If the Components Don't Properly Match, Everybody Loses

Imagine that you've ordered a brand new luxury car, and you're looking forward to a smooth, comfortable ride... but when you pick it up at the showroom you find out it has old, worn-out tires. Oh, sure it'll run fine... but as you shimmy down the highway, listening to the roar of the tires and wondering how long until one blows out, how do you feel... worried?... like you've been "taken for a ride"?

You could find yourself facing the same frustration if the components of your air-conditioning or heat pump system are not properly matched.

Your air-conditioning or head pump system consists of two parts: an indoor (coil) unit and an outdoor (condensing) unit. These two parts are specifically designed to work together as a coordinated "team" to provide top performance and maximum efficiency and comfort. So if you install a new high efficiency outdoor unit, but don't include a new, equally efficient and properly matched indoor unit, the results could be uncomfortable, frustrating, and expensive.

From Disappointment to Worst-Case Scenario:

At best, when your air-conditioning or heat pump components aren't properly matched you'll be sacrificing comfort. The system will still work but it won't perform up to the promised efficiency.

This will also cost you money, because the system won't operate at peak efficiency. At worst, when the components aren't properly matched, it could create undue stress on the system, resulting in premature failure.

Utility Rebates

With utility rebates, consumers can purchase units with higher efficiency ratings at the price they would have paid for a unit with a lower efficiency. The benefit to consumers is in lower operating costs over the lifetime of the unit. Utilities also benefit because more efficient equipment reduces the need to build costly power plants. Nearly all utilities accept ARI-certified combinations of coils and condensing units to qualify for rebates.

Properly Matched Systems Mean Maximum Satisfaction

When you consider the steep costs of repairing or replacing these units, installing a properly matched system the first time around

makes good sense. Of course, replacing the indoor unit will add cost to the installation, but it will mean greater comfort and energy savings in the long run as you make up for the increased initial expense in lower operating costs.

Ensuring Efficiency

(Graphic - Sample entry from the ARI Unitary Certification Directory)

The efficiency of a central air conditioner is rated by its Seasonal Energy Efficiency Ratio (SEER). Federal law now dictates that manufacturers must produce split-system air-conditioners and heat pumps with a minimum SEER of 10.0. The higher the rating, the more efficient the unit. A homeowner who purchases a unit with a 10.5 SEER, for example, may end up with a unit whose SEER turns out to be 9.0 or less if the indoor coil is not replaced with a new coil that is properly matched to the outdoor unit.

Consumers should ask their installing contractor:

*Will you be replacing the indoor coil with a high efficiency indoor coil?

*Does the new indoor coil properly match the outdoor unit manufacturer's specification for the system?

[An outdoor unit (or condensing unit) of one manufacturer can be properly matched with an indoor unit (or coil) of the same manufacturer or of another manufacturer as long as the combination satisfies the outdoor unit manufacturer's specification for the system.]

*Can you verify the efficiency of the combination to be installed by showing me its SEER rating in a listing such as the ARI Unitary Certification Directory"?

What is ARI?

The Air-Conditioning and Refrigeration Institute (ARI) is the trade association representing manufacturers of over 90 percent of U.S. produced central air-conditioning and commercial refrigeration equipment.

For over 30 years, ARI has administered voluntary performance certification programs for industry products, including:

*establishing standards for testing and rating products and

*testing products to verify certified performance ratings, and publishing certified rating data.

ARI certification programs are effective, voluntary and self-regulating. These programs protect the consumer and assure fair and honest competition by subjecting products to testing by independent laboratories to verify accuracy of performance ratings by manufacturers. Test failures require re-rating or ceasing production of the failed product.

ARI Certification Seals (Graphic)

When you see these seals on central air-conditioning equipment or on accompanying sales literature, it's an indication that the manufacturer has certified the performance of the equipment to ARI. Look for the ARI seal when you select new equipment.

Need more free information?

Then write to ARI to quickly get what you need by first-class return

mail!

The following free ARI consumer information pamphlets provide additional information about central air conditioning, heat pumps, and air filters and humidifiers. To order, just check the items you want, then photocopy this order slip and enclose it with a self-addressed business envelope (same size as the order form) with appropriate postage, and mail it to ARI, Communications Department., 3401 North Fairfax Drive, Suite 425, Arlington, VA 22203.

How to Keep Your Cool and Save Cold Cash.

Answers 42 questions that consumers ask about central air-conditioning and heat pump systems. Please include one first-class stamp.

Heat, Cool, Save Energy with a Heat Pump.

Explains how heat pumps work, save energy, both heat and cool, including both air-source and water-source heat pumps. Please include one first-class stamp.

Breathing Clean-- How Air Filters Provide Cleaner Living.

Tells why indoor air quality can be a problem, explains three types of air filters (standard, media, electronic air cleaner), provides energy saving tips. Please include one first-class stamp.

Consumer Guide to Efficient Central Climate Control Systems.

Covers central air-conditioning and heat pumps, including how they work, getting the most out of them, replacing old systems, adding air conditioning to an existing home, and buying an air-conditioned home. Please include two first-class stamp.

Life, Liberty, and the Pursuit of Comfort.

Explains the features of a ductless air-conditioning system for area temperature control. Please include one first-class stamp.

ARI Coloring Book.

A full (8 1/2" x 11") coloring book that helps children understand the HVAC industry. Up to 100 copies are free if requested on company or school letterhead.

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